

Stronger FOR THE Future



Maryland
OPEN FOR BUSINESS
ANNUAL REPORT | 2022

MARYLAND DEPARTMENT OF COMMERCE



MARYLAND

An aerial photograph of the Baltimore harbor area, featuring the historic B&O Railroad Station and the modern glass-walled Harborplace building. The water of the harbor is visible, along with various bridges and industrial structures. The entire image is covered with a semi-transparent red filter.

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MARYLAND

Dear Commerce Friends and Partners,

It is my great pleasure to share with you the Maryland Department of Commerce's Fiscal 2022 Annual Report, which provides an overview of the fantastic work our team has done over the past year to ensure Maryland remains a vibrant and welcoming place to do business.

With the worst days of the COVID-19 pandemic finally behind us, Commerce focused this year on attracting many new businesses to the state, retaining existing businesses, and helping to bring new jobs. And I'm proud to say we did it all with a commitment to providing the best customer service.

We announced major new employers such as Hitachi Rail in Washington County, Niagara Bottling in Baltimore County and the U.S. Bureau of Engraving and Printing in Prince George's County, and celebrated the expansions of companies such as Miltenyi Biotec in Montgomery County, Medifast in Harford County, Penguin Random House in Carroll County, and Outlook Enterprises in Baltimore City, to name just a few.

Commerce's international team continued to show the world that Maryland is "Open for Business" by sending delegations to several international trade shows and announcing our expanded Maryland Global Gateway program, which will help attract emerging foreign businesses to our state.

We continued our steadfast support of Maryland's tourism industry and arts community, and both saw strong recoveries this year; we also welcomed a pair of major film projects to the state.

Under the bold leadership and vision of Governor Larry Hogan, we have transformed Maryland's relationship to its business community over the past eight years. Rather than hinder businesses with excessive regulation and taxes, we've shown that state government can nurture and support the private sector, particularly entrepreneurs and small businesses.

As the Hogan administration draws to a close, so does my tenure as Secretary of Commerce. While some of us are approaching the finish, on the verge of completing the journey we began eight years ago, the critical work of the Maryland Department of Commerce will continue. I know that we'll be leaving Commerce in the care of a passionate, dedicated team and that the great work we've done together will continue well into the future.

I hope you're all as proud of what we've accomplished as I am.

Keep up the great work!



Mike Gill
Secretary
Maryland Department of
Commerce



MARYLAND

Chapters 62/63 – Economic Development - Western Maryland Economic Future Investment Board and Senator George C. Edwards Fund - Establishment

This bill establishes the Western Maryland Economic Future Investment Program and Board and the Senator George C. Edwards Fund. The Tri-County Council for Western Maryland must staff the board and administer the fund. The purpose of the fund is to provide grants and loans for capital infrastructure projects and business development projects that improve economic conditions in the region. From fiscal 2024 through 2026, the governor must annually appropriate at least \$10 million to the fund in the state operating or capital budget.

Chapter 116 – Maryland Department of Commerce - Reporting Requirements and Purple Line Construction Zone Grant Program - Alterations

This departmental bill expands the definition of “economic development program” for the purposes of data collection, tracking, and reporting requirements under the Maryland Jobs Development Act. The bill streamlines and consolidates the department’s reporting requirements. The bill also alters the Purple Line Construction Zone Grant Program to enable Montgomery and Prince George’s counties to administer grants to businesses impacted by the construction of the Purple Line.

Chapter 136 – Economic Development - More Jobs for Marylanders Program - Extension and Alterations

This administration bill extends enrollment in the More Jobs for Marylanders Program for two additional years to June 1, 2024. The bill also alters the program for businesses enrolling on or after June 1, 2022, in the following ways:

- The position must pay at least 150% of the state minimum wage to be eligible to receive the tax credit;
- Businesses in Tier 1 jurisdictions must create 10 new jobs (increased from 5) and businesses in Tier 2 jurisdictions must create 20 new jobs (increased from 10) in order to be eligible for the credit;
- The tax credit will be 4.75% rather than 5.75%;
- Businesses in Tier 2 jurisdictions will only be eligible to receive the credit for five years instead of 10;
- All other benefits (sales and use tax refund, property tax credit,



and fee waivers) have been eliminated. Businesses enrolling on or after June 1, 2022, will only be eligible for the income tax credit.

Chapters 248/249 - Economic Development – Maryland E-Nnovation Initiative Program – Qualifying Donations

Lowers the minimum threshold – to \$200,000 – for a qualified donation or pledge made to a research endowment of a nonprofit institution of higher education that has an annual unrestricted current funds budget of less than \$250 million for purposes of the Maryland E-Nnovation Initiative. The donation may be bundled with other qualified donations to meet the \$200,000 threshold.

Chapters 258/259 – Income Tax - Theatrical Production Tax Credit

This bill creates a refundable credit against the state income tax for 25% of qualified theatrical production costs incurred in Maryland. The Department of Commerce is required to administer the credit and may award a maximum of \$5 million in credits in each fiscal year.

Chapter 323 – Income Tax - Film Production Activity Tax Credit - Digital Animation Projects

This bill expands eligibility of the film production activity tax credit to include digital animation projects. A digital animation project is the creation, development and production of computer-generated animation content for distribution or exhibition to the public.

Chapter 358 – Winery and Vineyard Economic Development Grant Program

This bill establishes the Winery and Vineyard Economic Development Grant Program in the Department of Commerce. The program provides financial assistance to individuals and corporations to establish a new winery or vineyard in the state or complete capital improvements at an existing winery or vineyard. For each fiscal year, the governor must include in the annual budget bill an appropriation of at least \$1 million to Commerce to award grants under the program.

Chapters 461/462 – Alcoholic Beverages – Maryland Alcohol Manufacturing and Promotion

This bill establishes the Advisory Commission on Maryland Alcohol Manufacturing (ACMAM) and the Maryland Alcohol Manufacturing Promotion Fund (MAMPF) in the Department of Commerce. The comptroller generally must distribute alcohol tax revenues



from alcohol produced by breweries, distilleries, and wineries in Maryland to MAMPF. The secretary of Commerce may award grants from MAMPF to nonprofit organizations and state or local governmental units for promoting state breweries, distilleries, and wineries, as specified. ACMAM is the successor to the Advisory Commission on Maryland Wine and Grape Growing, which was repealed. The Maryland Wine and Grape Promotion Fund (MWGPF) was also repealed, and revenue generated from the tax on wine produced at wineries licensed in the state is no longer distributed to MWGPF. Money in MWGPF at the end of June 30, 2022, must be transferred to MAMPF.

Chapter 466 – Child Care Capital Support Revolving Loan Fund - Established

This bill establishes a Child Care Capital Support Revolving Loan Fund to provide no-interest loans for capital expenses to child care providers who participate in the Child Care Scholarship Program. The fund is a special, nonlapsing fund administered by the Department of Commerce with support from the Maryland State Department of Education. For fiscal 2023, the governor must include in the annual budget bill an appropriation to the fund of \$15 million. For fiscal 2024, the governor must appropriate \$10 million.

Chapter 485 – Maryland New Start Act of 2022

This bill establishes the Maryland New Start Grant Program in the Maryland Department of Labor (MDL) and the Maryland New Start Microloan Program, along with a non-lapsing special fund, in the Department of Commerce. MDL must award grants to at least five eligible organizations to create or support existing entrepreneurship development programs that assist formerly imprisoned individuals or individuals approved for release by a correctional facility. The governor must include an appropriation of at least \$300,000 to the Maryland New Start Microloan Fund and at least \$200,000 for the Maryland New Start Grant Program in the annual budget bill in fiscal years 2024 through 2028.

Chapter 732 – Economic Development - Enterprise Zone Program - Alterations

This bill alters the Enterprise Zone program by (1) altering the authority of the secretary of Commerce to designate areas as enterprise zones by limiting the size of any expansion to 25%; (2) altering the definitions of “focus area employee” and “qualified employee” for the income tax credit; (3) establishing the purpose of the program; and (4) altering certain eligibility and reporting requirements.





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Big Wins and Major Projects

Maryland is not just a great place to live, it's a great place to work, so it's no wonder why top companies are making big moves in Maryland. Here are some of the leaders that committed to relocating and expanding in Maryland for FY 2022 with new jobs and major capital investments.

Paper Money Production Facility Coming to Beltsville

Ending a selection process that began in 2019, the U.S. Bureau of Engraving and Printing (BEP) announced in April 2022 that it would be building its new paper money production facility in Beltsville. Also designed in state by the U.S. Army Corps of Engineers Baltimore District, the facility is projected to open in 2027. With a capital investment of \$1.4B, the new facility will revolutionize paper money printing, reducing its environmental impact, while enhancing security and providing roughly 1,600 jobs.

United Safety Technology Inc. Brings Medical Manufacturing to Maryland

In March of 2022, Governor Larry Hogan announced United Safety Technology Inc.'s partnership with Baltimore County's Tradepoint Atlantic, a move that will include a \$300M capital investment with projections of at least 1,700 new Maryland jobs. United Safety Technology, Inc. is a leading manufacturer of medical protective equipment, and will be producing medical-grade nitrile exam gloves at its 735,000 square-foot Tradepoint facility. The move was facilitated in part by \$2M in funding from the Advantage Maryland program, also known as the Maryland Economic Development Assistance Authority and Fund (MEDAAF). The new facility is expected to begin production in 2023.

"The focus of our administration has been to make Maryland open for business, to grow new businesses and jobs from one end of the state to the other, and a major national survey recently named Maryland the most improved state for business in America," said Governor Hogan. "Today we are continuing to cement that pro-jobs, pro-business environment and ensuring that Maryland will continue to be a prime location for economic growth, manufacturing, and innovation. Thank you once again to the entire teams at UST and Tradepoint Atlantic, and congratulations to everyone involved in making this exciting announcement possible."



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"Maryland is the perfect location for BEP's new production facility. More than 60 federal agencies call Maryland home, along with dozens of military facilities and federal research and development labs. This Beltsville site will provide the convenience the BEP needs to increase its production and advance its manufacturing process, while providing a quality workplace for its employees."

Maryland Commerce
Secretary Mike Gill

Hitachi Rail Coming to Washington County

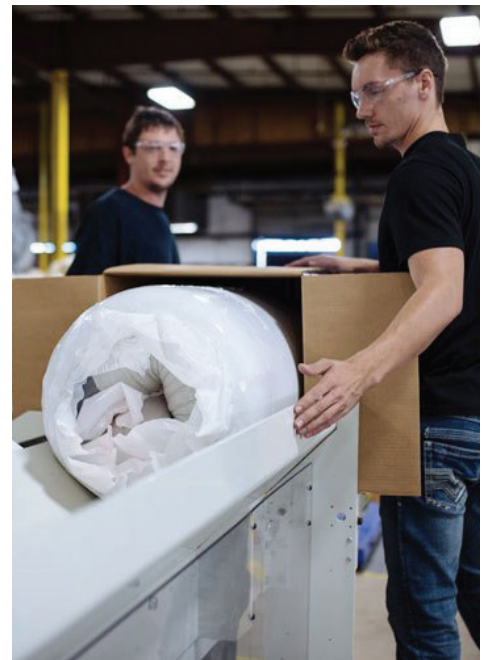
Since 1830 with the launch of the B&O Railroad, the first commercial train line in America, Maryland has been at the forefront of the rail industry. Today, that leadership continues with the construction of a new, \$70M rail car production facility in Washington County. Announced by Governor Hogan in March of 2022 and supported by \$1.6M in Advantage Maryland funding, Hitachi Rail, a global provider of rail solutions, will be greatly expanding its North American presence by establishing the 307,000-square-foot Hagerstown facility while adding 460 full-time Maryland jobs and sustaining another 1,300 jobs in the region. The project is part of a \$2.2B contract which Hitachi won to make the next generation rail cars for the Washington Metropolitan Area Transit Authority.

Hitachi's investment in Maryland is a bedrock of its commitment to expanding in the growing U.S. rail market. "I'm delighted to confirm the location of our new state-of-the-art U.S. train factory in Washington County, Maryland," said Andrew Barr, Group CEO of Hitachi Rail. "From here, our 460-strong American workforce will build a fleet of modern metro trains and have the capability to build trains for towns and cities across North America."

Penguin Random House Makes "Natural Decision," Expands in Maryland

In August of 2021, publishing giant Penguin Random House opened a second Maryland-based distribution center in Carroll County with a \$15M capital investment in a new 1 million-square-foot facility. The project will add 150 new jobs to the publisher's Maryland roster, and joins the company's largest U.S. distribution facility already located in Westminster. The project was completed with the assistance of a \$325 conditional loan through Advantage Maryland, as well as a \$25K workforce training grant through the state's Partnership for Workforce Quality (PWQ) program.

"We have been enormously pleased with our Westminster Distribution and Fulfillment Center. So, when we decided to expand into a fourth facility to support our continued nationwide focus on growth and innovation, it was a natural decision to select a second Maryland location," said Annette Danek, Executive Vice President of Supply Chain for Penguin Random House. "We are enthusiastic about the many terrific possibilities our Hampstead site can realize for our authors, booksellers, publishing partners – and for the career opportunities for our Westminster colleagues, and new job opportunities for Marylanders."



Miltenyi Biotec Continues Maryland Investment with New U.S. Headquarters

In March 2022, Maryland continued to expand its leadership in the biotech sphere as German-based global powerhouse Miltenyi Biotec announced the relocation of its U.S. headquarters to Gaithersburg. The move, which will add as many as 300 jobs to its existing Maryland workforce of 190, will support additional manufacturing, R&D, quality assurance, and more to its Maryland operations. To assist with job creation, the company has submitted a notice of intent to utilize the state's More Jobs for Marylanders program and Job Creation Tax Credit.

"Miltenyi Biotec's decision to make Maryland its North American home is a testament to the strength of our life sciences industry as well as the supportive business climate we've established in our state," said Maryland Commerce Secretary Mike Gill. "We're thrilled the company has chosen to expand and create more good jobs in Maryland."

Medifast to Open Harford County Distribution Center

In February of 2022, Medifast, the corporate parent of the rapidly growing **OPTAVIA** health and wellness community, opened a \$25M distribution facility in Havre de Grace. Recently named one of *Fortune's* "100 Fastest-Growing Companies" and *Forbes'* "100 Most Trustworthy Companies in America," Medifast plans to employ 400 Marylanders at the facility, a major boon to the company which will improve service-level agreements and significantly accelerate delivery times.

Chesapeake Shipbuilding Grows in Salisbury

Maryland's nearly four-century old shipbuilding tradition continues to grow with Chesapeake Shipbuilding expanding its Salisbury-based operations to the tune of a \$20M capital investment and 120 new Maryland jobs. The expansion comes as the company was chosen by American Cruise Lines to build 12 new river cruise ships for its "Project Blue" fleet. The first two vessels, *American Glory* and *American Eagle*, are already in production and are expected to launch next year.

Small enough for New England harbors, stable enough for Alaska's Inside Passage, and with a draft shallow enough to navigate the Atlantic Intracoastal Waterway, the Project Blue ships will open vast sections of the nation to cruising, while capitalizing on the growing "adventure travel" segment. Built to carry 109 passengers and a crew of 50, the ships will be unlike any other cruise ships on the market. The Project Blue ships are a follow on to the

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"Medifast has proven itself to be one of the world's leading health and wellness companies, and we couldn't be happier to watch them grow and thrive in Maryland. With this new facility and the potential for hundreds of new jobs in the region, the company shows its commitment to its home state and to keeping Maryland open for business."

Governor
Larry Hogan



two companies previous line of successful, modern American riverboats. To facilitate its growth, Chesapeake Shipbuilding will utilize both the One Maryland Tax Credit and the More Jobs for Marylanders incentive program.

Elite Comfort Solutions Establishing New Maryland Manufacturing Facility

In June of 2022, Elite Comfort Solutions LLC, a leading manufacturer of specialty foam used in the bedding and furniture sectors, announced its first Maryland manufacturing facility. The new facility in Havre de Grace is located in Harford County's Enterprise Zone. A subsidiary of Leggett & Platt, Elite Comfort Solutions expects to fill at least 180 new full-time positions within three years. The project was launched in part with assistance provided through a conditional \$900K Advantage Maryland loan and is eligible for state and local tax credits, including the Enterprise Zone Property Tax Credit and the Job Creation Tax Credit.

"The expansion of Elite Comfort Solutions to the Harford County business community will be a key addition to the county's designated Enterprise Zone, which aims to attract new businesses and job creation," said Maryland Commerce Secretary Mike Gill. "Our department is thrilled to welcome the company to Maryland and looks forward to its future contributions in the state."

Baltimore Based Animation Studio Outlook Enterprises Announces Major Expansion

In May of 2022, Outlook Enterprises LLC, a growing visual production company founded by former Baltimore Raven Trevor Pryce, leased an additional 27,000 square feet for its East Biddle Street headquarters. The expansion is part of the full service media production and animation studio's plans to add 150 new full-time jobs over the next two years. Specializing in children's pop culture media content, Outlook's expansion was funded in part by a \$450K conditional Advantage Maryland loan.

"We chose Baltimore for its perfect blend of technology, art, and know-how. As a computer-based animation studio, we could have set up operations pretty much anywhere. It all came down to will and support. As one of the first animation/VFX studios in the region, we couldn't be happier with the decision to park Outlook in Charm City."

Outlook Enterprises Founder and CEO
Trevor Pryce



Sports Merchandising Leader Fanatics Opens Aberdeen Center

Citing Maryland's central location within an overnight drive of one-third of the U.S. population as well as the Port of Baltimore and BWI Airport's access to international markets, leading digital sports platform and licensed sports merchandise provider Fanatics opened a new distribution center in Aberdeen. Expected to create 135 new full-time jobs, the facility will build on Fanatics' existing distribution operations.

"Fanatics is excited to open our latest state-of-the-art fulfillment center in Harford County, which will provide a variety of pathways to quickly reach a significant portion of fans with the largest assortment of real-time, high-quality licensed sports merchandise," said Lonnie Phillips, Fanatics chief customer officer. "We're excited to be adding jobs to the county and can't wait to fully immerse ourselves within the local community."

Alertus Technologies Opens Center for Intelligent Buildings, Doubles Its Maryland Workforce in Move to Baltimore

Alertus Technologies, a leader in emergency mass notification systems utilized by more than 1,000 organizations around the globe, announced its move to an expansive facility in downtown Baltimore. The move coincides with the doubling of Alertus's Maryland workforce to 220. The new headquarters will be known as the Alertus Center for Intelligent Buildings and will serve as an immersive destination for the safety industry featuring the industry's leading systems for security, life safety, and more.

"We are proud to continue Alertus' growth in Maryland and investment in transforming this landmark building into a concept building of the future," said Jason Volk, CEO of Alertus Technologies.

The 40,000-square-foot former Johns Hopkins University facility, located at 10 N. Charles Street, a short walk from the Inner Harbor and immediately recognizable for its iconic, wrap-around digital news ticker, will be transformed into what Alertus describes as "a concept building of the future." Featuring smart building technologies including surveillance, intrusion detection, mass notifications, access control, and fire systems, the Center for Intelligent Buildings will serve as a model for campuses, corporate locations, and industrial spaces looking to enhance their security and incorporate the "Internet of Things."

To assist with the expansion, Alertus utilized a \$450K Advantage Maryland loan.





| Company | County/City | Industry | Jobs Created | Capital Investment |
|---------------------------------------|------------------------|-----------------------------|--------------|--------------------|
| United Safety Technology | Baltimore County | Medtech Manufacturing | 1,700 | \$350M |
| U.S. Bureau of Engraving and Printing | Prince George's County | Production Facility | 1,600 | \$1.4Bn |
| Hitachi Rail | Washington County | Rail Manufacturing | 460 | \$70M |
| Medifast | Harford County | Pharmaceutical Distribution | 400 | \$25M |
| Elite Comfort Solutions | Harford County | Foam Manufacturing | 180 | \$16.8M |
| Outlook Enterprises | Baltimore City | Media Production | 150 | \$1.6M |
| Penguin Random House | Carroll County | Book Distribution | 150 | \$15M |
| Fanatics | Harford County | Sports Merchandise | 135 | \$41.65M |
| Miltenyi Biotec | Montgomery County | Biotechnology R&D | 300 | |



| Company | County/City | Industry | Jobs Created | Capital Investment |
|-------------------------|---------------------|-------------------------------|--------------|--------------------|
| Chesapeake Shipbuilding | Wicomico County | Shipbuilding | 120 | \$20M |
| Alertus Technologies | Baltimore City | Emergency Notification | 110 | \$4M |
| Chaney Enterprises | Anne Arundel County | Construction Materials | 100 | |
| Niagara Bottling | Baltimore County | Beverage Manufacturing | 90 | \$65M |
| Highline Warren | Cecil County | Automotive Parts Distribution | 85 | \$20M |
| Sherwin-Williams | Somerset County | Paint Manufacturing | 55 | \$2M |
| Infarm | Howard County | Vertical Farming | 54 | \$62.4M |
| Choice Hotels | Montgomery County | Hotel Franchisor | 50 | \$12.8M |
| Greenland Technologies | Baltimore County | Transportation Manufacturing | 22 | \$3.9M |



MARYLAND

Developed by the team at NASA Goddard Space Flight Center in Greenbelt and run from the Space Telescope Science Institute in Baltimore, the James Webb Space Telescope was launched on Dec. 25, 2021.

Photo Credit: NASA

From the James Webb Space Telescope and its eye on the universe to the future of farming, FY 2022 saw Maryland expand its leadership in innovation across multiple sectors. Major manufacturing initiatives for electric vehicles and sustainable wind energy highlight Maryland's place in the industries that are shaping the future, while infrastructure expansion in the aerospace industry and streamlining of initiatives to support Maryland's robust defense industry solidify Maryland's strengths.

Southwest Airlines to Build \$135M BWI Maintenance Facility

Southwest Airlines extended its commitment to the Maryland market with its September 2021 announcement of construction of a 27-acre, \$135M maintenance facility at BWI Thurgood Marshall Airport. The new facility will include a hangar large enough to accommodate three Boeing 737 jets as well as offices and workstations.

Southwest currently supports more than 4,000 jobs in Maryland and is responsible for nearly three-quarters of BWI's passenger traffic. The new maintenance facility, the airline's first in the region, is expected to support Southwest's continued growth in Maryland.

"Southwest Airlines began serving BWI Marshall Airport 28 years ago," said Southwest Vice President of Technical Operations Landon Nitschke, "and we are honored to demonstrate our ongoing commitment to the airport, and to Maryland, by progressing with plans to build a first-class maintenance hangar to support our employees and customers."

The Future of Wind Energy is in Federalsburg

Global offshore wind energy company Ørsted is teaming up with Maryland-based manufacturer Crystal Steel Fabricators to bring wind energy production to Federalsburg. Crystal Steel was able to move forward with the project thanks in part to an \$80,000 grant from Maryland's Partnership for Workforce Quality program. The project will see the launch of the first offshore wind steel fabrication center in the state and is expected to create 50 new jobs. It will support Ørsted's Skipjack Wind project, the state-of-the-art wind energy project to be developed off Ocean City's Atlantic coast, as well as a pair of offshore wind projects slated for the New Jersey coast.



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"I am confident that our state will continue to be a prime location for offshore wind development, and I want to thank both Ørsted and Crystal Steel for playing a key role in our success."

Governor
Larry Hogan

Components produced by Crystal Steel Fabricators will travel to Tradepoint Atlantic in Baltimore County for assembly. In addition to the Federalsburg manufacturing jobs, Ørsted announced construction of a maintenance facility in Ocean City, which could generate as many as 110 jobs. The Skipjack Wind project is expected to generate \$225M in economic investment in the state while also producing enough clean energy to power 1.3 million homes.

Maryland Moves to Bring Cybersecurity to Defense Industry

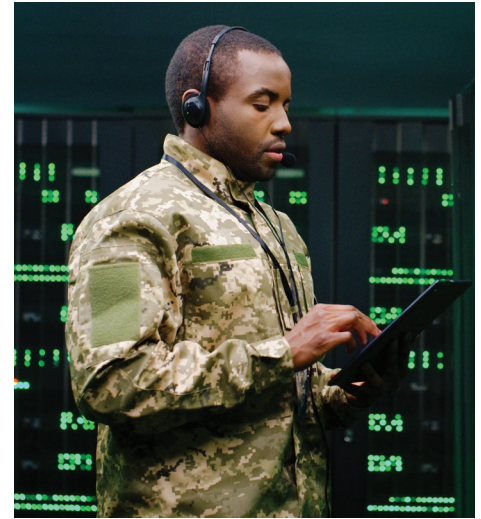
With funding support from the Department of Defense's Office of Local Defense Community Cooperation, the state entered its third year of working with small- and medium-sized businesses to help them meet cyber standards as required by the National Institute of Standards and Technology and the federal Cybersecurity Maturation Model Certification. Noncompliance with cybersecurity standards can cause a company to lose its federal contract, resulting in lost revenue and jobs; the Maryland Defense Cybersecurity Assistance Program (DCAP), an initiative managed by the Maryland Department of Commerce and the Maryland Manufacturing Extension Partnership, was designed to minimize or eliminate that risk.

In FY 22, Maryland small- and mid-sized defense contractors were assessed on their compliance with federal regulations for cybersecurity and received technical assistance to mitigate any issues. This was the third grant the state has received in support of DCAP.

The James Webb Space Telescope Opens Maryland's Eye on the Universe

Developed by the team at NASA Goddard Space Flight Center in Greenbelt and run from the Space Telescope Science Institute in Baltimore, the James Webb Space Telescope was launched on Dec. 25, 2021. The space-based, infrared telescope rests at a Lagrange point roughly one million miles from Earth, from which it transmits unparalleled views of the universe back to Baltimore.

The James Webb and Hubble Space Telescopes are the two most powerful instruments ever devised for deep space exploration, and their headquarters here demonstrate Maryland's technological leadership. The Goddard Space Flight Center supports more than 10,000 jobs while the Space Telescope Science Institute, standing at the forefront of scientific exploration, directly employs more than 650 people. It will also support the Nancy Grace Roman Space Telescope, which is slated for launch in 2027.



Maryland Defense Network Connects Defense Community

The Maryland Defense Network (MDN), an opportunity generator for defense firms and a platform for collaboration in the Maryland defense community, received significant enhancements, allowing it to build on the sustainability of the tool. In working with the Regional Economic Studies Institute of Towson University, the Department of Commerce updated contracting data with the most recent dataset available from SAM.gov and USASpending.

The Maryland Manufacturing Directory, which is incorporated in the tool, added over 5,000 new Maryland manufacturers from Data Axle and SAM.gov, bringing the total list to over 6,700. Security updates to the underlying technology that powers MDN ensure the integrity of the platform. A new communications opt-in feature was also added to allow users to receive communication and notifications about the tool, as well as a new federal opportunities page offering the user a drop-down feature to filter for contracting opportunities.

Electric Vehicle Manufacturer Charges Forward With Maryland Expansion

After a comprehensive national selection process, Greenland Technologies Holding Corp., a manufacturer of electric industrial vehicles and drivetrain systems, selected Baltimore County for the next phase of its U.S. expansion. Announced by Governor Hogan in May 2022, Greenland cited location, workforce, incentives and logistics as deciding factors in choosing Maryland as the site of its 50,000-square-foot manufacturing facility.

Established in 2006, Greenland has become one of the world's largest transmission and drivetrain systems providers for material handling equipment such as forklift trucks. Greenland Technologies investments in R&D and its successful track record of innovation have established it as a cutting-edge, clean energy technology developer, with a proven commitment to embracing the electrification process and incorporating it into the electric industrial vehicle market; its Maryland facility is integral to its strategy to support and increase customer demand for its electric industrial vehicles.

"We are excited and confident in our decision to build out in Maryland, given our extensive selection process. As we have moved forward, our selection has been validated each step of the way. The governor's team and local officials clearly share in our vision and enthusiasm for electrification and understand the positive implications on job creation, economic benefit and to Greenland specifically. Having such committed and supportive partners is essential to our long-term success and ability to quickly ramp our new manufacturing facility in support of the strong customer demand for our industrial electric vehicles."

CEO of Greenland
Raymond Wang



To support its expansion, the company has submitted a notice of intent to utilize the state's More Jobs for Marylanders program. The program incentivizes new and existing manufacturers to create jobs in the state, and to non-manufacturers that locate or expand in Maryland Opportunity Zones.

Maryland Plans for the Future of Military and Community Planning

The Maryland Department of Commerce, in partnership with the Department of Planning and other state agencies, continued work on a federal grant to help guide compatible development between military installations and their surrounding communities. The effort aims to ensure that military activities do not adversely affect the quality of life in their surrounding communities and that local development does not encroach on installation activities.

A \$1.12M grant from the U.S. Office of Local Defense Community Cooperation supports the development of a State of Maryland Military Communities Compatible Use website, a planning coordination guidebook for local communities, and a renewable energy siting-map project to identify and display areas where renewable energy projects may be compatible with the missions of military installations in Maryland. The Department of Commerce worked with the Maryland Department of Information Technology and the Department of Natural Resources to incorporate the new siting map into the state's SmartDG+ tool, making it readily available for renewable energy developers and communities to utilize as a planning resource.

The Future of Farming Comes to Howard County

In June 2022, Netherlands-based Infarm, the fastest growing vertical farming company in the world, announced that Howard County would be the site for its new, nearly 200,000-square-foot, fresh produce growing center. The site, which will be Infarm's largest U.S. facility to date, will bring more than 50 jobs to the county. Powered by green-certified energy, the facility will produce more than 45 million crops per year for the Mid-Atlantic market.

"Howard County is a great strategic location that will allow us to serve over 23 million customers across the Tri-State and Mid-Atlantic areas," said Erez Galonska, CEO and co-founder of Infarm. "Once fully operational, our growing center will provide the Northeastern U.S. with a new food production capability that minimizes climate and supply chain risk by growing more than 75 types of plants locally, sustainably and reliably 24/7, 365 days a year."







WESTERN



CENTRAL



EASTERN



SOUTHERN



CAPITAL



With our rolling mountains out west, the Chesapeake Bay at our heart, and our Atlantic shores facing the world, Maryland is aptly known as “America in Miniature.” Maryland’s diversity runs deep, but it’s more than just the places. Maryland’s five regions, the Western, Capital, Central, Southern, and the Eastern Shore, represent the broad breadth of people, places, and industries that make Maryland strong. Here are some highlights of business stories from across the state.

WESTERN REGION

Commerce Expands Hagerstown/Washington County Enterprise Zone

In July 2021, the Department of Commerce expanded the Hagerstown/Washington County Enterprise Zone, with an eye towards helping the region bounce back in the wake of the COVID-19 pandemic. The state’s Enterprise Zone program provides real property and state income tax credits for businesses located in an enterprise zone in return for job creation and investments.

Originally designated in 1992, the expansion designated an additional 178 acres in the city of Hagerstown and 150 more acres in the county, bringing the zone to a total of 4,410 acres. The expansion, which includes the former Review & Herald Publishing Association site as well as industrial space, will allow the city and county to better market available land for development opportunities with the goal of attracting new businesses, job creation, and capital investment.

Canadian Building Materials Manufacturer Expands to Washington County

In May 2022, Toronto-based IKO, a global roofing and building materials manufacturer, held the grand opening of its new, state-of-the-art production facility in Hagerstown. The \$70M, 500,000

“Hagerstown provided an ideal location. The excellent access to both road and rail into our new site allows us to be able to both ship raw materials in for production purposes as well as finished goods out to the market. The Hagerstown site is well situated to allow us to efficiently and effectively serve the entire Eastern Seaboard from a single distribution center.”

IKO Vice President of Operations
for North America
Guy Tremblay

square-foot facility is a combination manufacturing site and warehouse and is the company's first new facility in the northeastern United States since IKO expanded to the U.S. in 1981. IKO cited Maryland's strategic location and proven workforce in the decision.

CAPITAL REGION

Medical Diagnostic Company Ellume Opens Flagship Facility in Frederick

In March 2022, Ellume, a manufacturer of medical diagnostic equipment and a leading producer of at-home COVID-19 test kits, opened its 215,000-square-foot production facility in Frederick. Ellume's COVID-19 home test, the first over-the-counter, rapid antigen test to receive emergency use authorization from the U.S. Food and Drug Administration, is a best-in-class product that Americans count on to keep their families safe, and the facility will be able to produce 15 million tests per month.

The facility has already created more than 200 jobs and will have up to 1,500 when operating at full capacity. Maryland is supporting this project with \$2M through the Advantage Maryland, Job Creation Tax Credit, and More Jobs for Marylanders Tax Credit programs.

Horizon Therapeutics Expands With Montgomery County R&D Hub

In January 2022, Horizon Therapeutics announced its lease on a 192,000-square-foot Montgomery County facility that will be the company's East Coast operations and research & development hub. It plans to begin operations on the site in 2023.

Horizon Therapeutics is a biopharmaceutical company focused on researching, developing and commercializing medicines that address critical needs for people impacted by rare autoimmune and severe inflammatory diseases. Horizon is the first tenant of the Alexandria Center at Trville Gateway, a vibrant new life sciences campus in the heart of Rockville.

CENTRAL MARYLAND

Bioenergy Devco Constructing Anaerobic Digester in Howard County

In July 2021, Governor Larry Hogan was on hand for the ribbon cutting of Bioenergy Devco's new Howard County anaerobic digester, a high-tech facility that turns food and other organic waste into green energy. With construction supported in part by more

"With this new facility, we now have the capacity to substantially scale production to meet any future surge in demand for home tests, while also accelerating innovation in developing solutions for the public health needs of today and tomorrow. We are grateful for our partnerships with the state of Maryland, the governor's office, and Frederick County, as well as the highly skilled workforce in Maryland's Biotech Corridor who have helped make this facility a reality."

Ellume Founder and CEO
Dr. Sean Parsons

than \$460K in state grants, it will be the largest anaerobic digester in the state and represents a \$25M investment that will support as many as 50 full-time jobs.

“We are excited to offer a more efficient and environmentally responsible path for large-scale organic recycling,” said Bioenergy Devco CEO Shawn Kreloff. “We are honored to have our flagship facility here in the state, where the community and its leaders understand that what’s good for the environment can also be good for business.”

Composites Manufacturer Hexagon Purus Expanding in Carroll County

Hexagon Purus LDC North America, which provides design and manufacturing solutions for the composites industry, is expanding into a 60,000-square-foot industrial site in Carroll County to accommodate production growth. Hexagon Purus is investing \$1M in its new building and plans to add 100 employees. The Department of Commerce supported this project with Advantage Maryland, the More Jobs for Marylanders Tax Credit, and the Job Creation Tax Credit.

SOUTHERN MARYLAND

Navy and Civilian Innovation Merge at Charles County’s Maryland Technology Center

Utilizing nearly \$2M in state funding from the departments of Commerce and Housing and Community Development, the Charles County Military Alliance has begun renovating a former grocery store into what will be the Maryland Technology Center in Indian Head. The facility is strategically located across the street from the College of Southern Maryland Velocity Center and aligns with the strategic plans of the region’s naval bases, as well as state and local economic development plans. The facility will be the new headquarters for the U.S. Bomb Technician Association and will also house MithiX Pro, a manufacturer of equipment for bomb technicians; MED-ENG, which manufactures bomb suits and bomb disposal robots; DETECTACHEM, a manufacturer of drug and explosive detectors; and D.S., a supplier of military and public safety equipment.

EASTERN SHORE

Northrop Grumman Breaks Ground on Hypersonic Center of Excellence in Cecil County

In a move that will bring as many as 250 high-tech jobs to Cecil County, Northrop Grumman broke ground on its revolutionary Hypersonic Center of Excellence in July 2021. The massive

Governor Hogan Announces Rural Maryland Economic Development Fund

In February of 2022, Governor Larry Hogan announced the availability of \$50M in grant funding to boost economic development activity, stimulate private sector investment, and grow jobs in Maryland’s rural regions. The program will be administered by the Department of Commerce, and five rural regional councils representing the Upper, Mid and Lower Eastern Shore; Southern Maryland; and Western Maryland are submitting proposals to the Department of Commerce. The grants are designed to be flexible, allowing each rural council to determine the best use of funds within the program’s guidelines and in coordination with the counties they represent. Allegany, Calvert, Caroline, Cecil, Charles, Dorchester, Garrett, Kent, Queen Anne’s, Somerset, St. Mary’s, Talbot, Washington, Wicomico, and Worcester counties will benefit from the funding, and regional projects fostering collaboration across county lines are encouraged.

Eligible projects include infrastructure development including utilities, transportation, and broadband to support the attraction, retention, or expansion of businesses, as well as infrastructure related to specific industry sector development including manufacturing, cyber security, and the life sciences. Additionally, the funding can be used for workforce development; attraction of talent; to stimulate entrepreneurship and innovation; planning and feasibility studies; and qualifying capital and operational expenses. The funds may not be used for any direct incentives to the private sector.

60,000-square-foot manufacturing facility will produce highly maneuverable hypersonic missiles capable of traveling at speeds in excess of Mach 5, which is a lynchpin in the United States' future defense posture. The facility will employ digital engineering best practices, allowing Northrop Grumman to rapidly address changes in technology and mission. "Our new hypersonics production facility will optimize our development efficiency, drive affordability, and ultimately deliver weapons to our warfighters faster," said Vice President of Missile Products for Northrop Grumman Rebecca Torzone. The facility is expected to open in 2023.

Poultry Industry Leader Process Integration, Poultry Equipment Manufacturer, Breaks Ground on Princess Anne Site

Process Integration, a West Ocean City-based leader in custom poultry equipment and systems, is opening a new 20,000-square-foot facility in the Princess Anne Industrial Park. The facility will allow the company, in conjunction with a partnership with Kawasaki, to expand into the robotics field, keeping it at the cutting edge of the poultry processing industry.

Redevelopment Begins on Dorchester County's Historic Phillips Packing House

With support from Department of Commerce grant funding, Cross Street Partners and the Eastern Shore Land Conservancy have begun a \$24M redevelopment of the century-old Phillips Packing House in downtown Cambridge.

Envisioned as a synergistic mixed-use facility, the project aims to bring tech and creative entrepreneurs as well as food production, eateries, retail, and an event space to the historic, 60,000-square-foot facility. Part of a neighborhood revitalization effort that will also include a 6.6-acre recreation space called Cannery Park adjacent to the Packing House as well as the restoration of the Cambridge Creek headwaters and a trailhead for a new rails-to-trails system, the Packing House is designed to tap into the community's inherent strengths while providing career-track jobs, extending educational opportunities, and encouraging community connections.

Rock Hall at the Center of New Kent County Enterprise Zone

In January 2022, the Department of Commerce approved a 1,500-acre Enterprise Zone in Kent County. The zone, which encompasses the town of Rock Hall, has a 10-year term and represents a joint effort between state and local governments with state income tax credits for businesses that create jobs and make capital investments in the zone.



The county is working to boost economic growth in the area, including partnering with Kent Fiber Optic Systems to build a fiber-optic broadband network throughout the county. In addition, Main Street Rock Hall has received its 501(c)(3) designation, a Sustainable Community designation from the Maryland Department of Housing and Community Development, and more than \$100,000 in grants from the agency for façade and streetscape improvements. Among the benefits of the program, eligible properties located in Enterprise Zones may receive a 10-year real property tax credit against local taxes, and businesses that create new jobs may receive the state income tax credit.





★ NATIONAL
HARBOR ★

Every business
needs balance.
**HERE,
HERE!**

See what's here

open.maryland.gov/here



★ NATIONAL
HARBOR ★

THIS IS NOW
"YOU HARBOR"
ABLE TO SEE THE CAPITAL
PHOTO AND VIDEO GALLERY
NATIONAL HARBOR

MARYLAND

The Marketing team operates as a full-service in-house agency. Writers, designers, and strategic marketing staff provide professional collateral material, tradeshow displays, video, web and social media management, and promotional items with captivating content and graphics. Additionally, the Open for Business campaign is managed by the team working closely with the Maryland Marketing Partnership and an advertising agency of record to market Maryland's business advantages to key markets across the United States and around the world.

Marketing Maryland's Business Resources

Throughout the year, Commerce's marketing team creates campaigns and special promotions for the Department's financial incentives, support services and more. The team manages this information on the Commerce website (commerce.maryland.gov) and on the site used for marketing/business attraction (open.maryland.gov). Additionally, this information is shared on social media, through blog posts, and in a variety of email programs that reach Maryland's business community. The team also works closely with partners and other state agencies to promote their business programs and resources. This year, the team played an integral role in promoting the State Small Business Credit Initiative (SSBCI), working closely with TEDCO and DHCD to brand the program and streamline messages to the business community.

Trade Show Outreach

Commerce staff participated in an array of national and international events that spanned the globe. From Arab Health in Dubai commanding an audience of 80,000 attendees to the MEDICA healthcare trade fair in Germany with upwards of 30,000, turnout has surpassed expectations and led to some great opportunities for showcasing Maryland.

Other noteworthy national events include the RSA Conference, one of the largest cyber-focused events in the country held annually in San Francisco with over 26,000 attendees; the BIO International Convention, a health and life science-focused trade show, with an audience of 14,000; and SelectUSA Investment Summit, the highest-profile event in the United States dedicated to promoting foreign direct investment, had close to 4,000 attendees. In all, the total number of activities Commerce engaged in 55 events in FY 2022, reaching over 589,239 attendees.



Communicating Maryland's Story

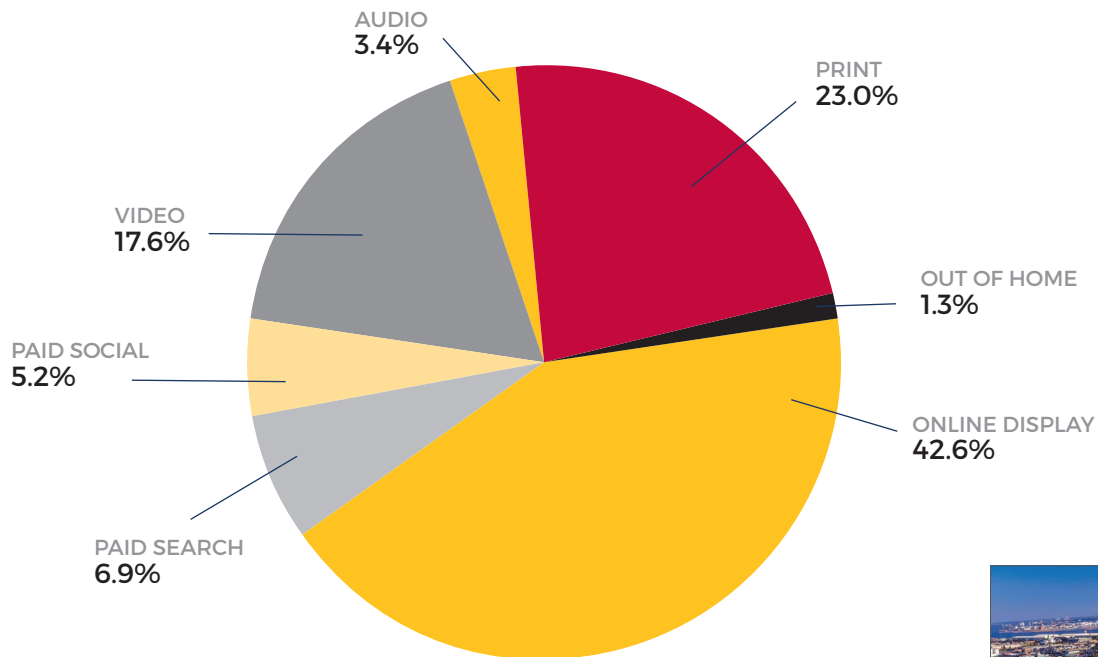
Commerce's communications team distributed 57 press releases in FY 22, helping secure 2,226 segments of news coverage, reaching more than two billion people, with an earned media value totaling upwards of \$30 million. Staff helped prepare both secretaries of Commerce – Kelly M. Schulz and Mike Gill – for 206 virtual, recorded, and in-person events with economic development partners, local organizations, interviews with media outlets, and more. The team also helped create and deliver more than 170 Secretary's Citations to local businesses celebrating milestone anniversaries, grand openings, and other accomplishments throughout the fiscal year.

To help tell Maryland's business story online in FY 22, Commerce communications and marketing staff created and wrote 112 blog posts hosted on the open.maryland.gov website. Blog post topics included breaking news announcements, small business features, programs and resources, and other assets for doing business in Maryland.

Blog content was pushed out daily on Commerce social media accounts, which have grown to more than 51,000 followers. In addition to sharing blog content, the team regularly monitors news and social media for opportunities to engage with partners and provide insightful updates to followers about events and resources. With help from this team, as well as targeted advertising, the accounts (Twitter, LinkedIn, and Facebook) received 524,279 engagements in FY 22. This content is also promoted in email, via breaking news alerts, and in various ongoing newsletters. In addition, Commerce uses its email platforms to communicate details and garner RSVPs for various events throughout the year. In FY 22, the Commerce team distributed nearly 70 custom mass emails.



Media Spend By Channel (2022 Planned)



Open for Business Advertising Campaign

The Maryland Marketing Partnership and Department of Commerce secured a new agency of record, Planit, located in Baltimore City. Planit quickly got up to speed and devised a refreshed media strategy and evolved our Open for Business campaign to include new creative.

Advertising spending was back to our consistent levels since 2017 at \$1.8M. The media plan consisted of advertising in select print magazines, streaming radio/podcast sponsorships, paid search and social, and online display/video advertising. Video was increased this year due to its consistently high performance.



While continuing to run with the core business-related placements that drove good performance in 2021 (*Wired*, *Wall Street Journal*, *Fast Company* and *INC*), the 2022 plan also included a special section in *Forbes* dedicated to innovation in Maryland. To reach the site selector-specific audience, Maryland was also featured heavily in *Area Development* and *Site Selection Magazine*.

Digital ads were delivered to attendees' mobile devices at two key trade shows this year, RSA in San Francisco and the BIO International Convention in San Diego. Additionally, mobile trucks with Maryland advertising traveled throughout the convention center and local hotels.

For the workforce attraction effort, ads were placed in LinkedIn, Instagram, and YouTube to reach recent graduates and early career tech workers in key markets.

In terms of digital media, the bulk of the plan focused on using geographical and behavioral data to target advertising across a variety of sites online. The ads were directed toward business owners in key markets who have expressed behaviors online that indicate they are likely to consider a business move (looking at a commercial property, researching relocation, etc.). Putting Maryland messages in front of these people helped keep the location top of mind as they created a consideration set. This targeting strategy, paired with continuously refined messages and visuals, is proving to be the most engaging digital advertising tactic used in the campaign to date.

Target Markets for Advertising:

Business Attraction Audience Segment:

Large Markets: New York, Chicago, San Francisco, Santa Clara

Medium Markets: Philadelphia, Atlanta, Boston

Small Markets: Denver; Raleigh-Durham, N.C.; San Diego; San Antonio; Austin, Texas; Fresno, Calif.; Greenville; Salt Lake City

Workforce Attraction Audience Segment:

High Cost of Living: Boston, San Francisco

Medium Cost of Living: Philadelphia, Pittsburgh, Dallas, Atlanta, Denver, Seattle, San Antonio

Low Cost of Living: Tampa, Fla.; Charlotte, N.C.; Raleigh-Durham, N.C.; Jacksonville, Fla.; Phoenix

In FY 22, the Open for Business campaign reached 271 million people and drove over 4.4 million visitors to the open.maryland.gov website. Of those visitors, 294,537 were engaged enough to spend over 2 minutes exploring Maryland on the website.



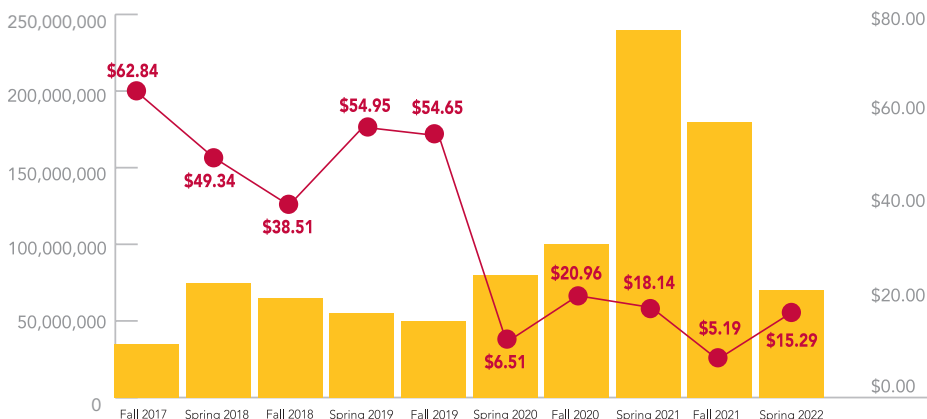


The chart below illustrates the top-level performance of the campaign. Yellow bars show the total reach of the campaign each flight. Each season/flight reaches an average of 99 million people. The red line indicates how efficient that season/flight was at driving engaged traffic to the website. In the beginning of the campaign, media spend was lower, and placements such as outdoor billboards were a bit more expensive. In 2020, we shifted more dollars into digital media and managed those buys in-house until spring 2022. The lack of agency commission associated with the buys in those flights allowed us to spend more and reach more.

Overall, we have learned a great deal about this audience over the course of the campaign, which has allowed us to optimize the media. We select placements that can reach a high volume of our target audience who are also interested and engaged with our brand. While volume has dropped with the introduction of our agency fees in 2022, we aim to keep the cost-per-conversion at an efficient level.

Campaign Reach and Cost-per-Conversion by Season

■ REACH ■ COST PER CONVERSION



Stronger
FOR
THE **Future**

FY 2022 MARKETING STATS

271,457,295

Advertising Reach

4.4 Million

Web Visits

294,537

Conversions

589,235

Trade Show Impressions

across 55 events

51,708

Social Networking Audience

524,279

**Engagements on
Social Networks**

36,123

Email Subscribers

\$289,100

Value of Creative Projects

(199 projects, senior designer position was vacant this year) Value of Creative Projects produced in-house (excludes all digital graphics/videos)

Maryland Marketing Partnership Board

Julian Boykin, President of ACE LLC

Karen Cherry, Vice President, Leasing, Prologis

Henry Fawell, Founder and President, Campfire Communications

Justin Meighan, Assistant Regional Manager, LiUNA! Mid-Atlantic Region

Eric Nielsen, President, Association of Maryland Pilots

Allyson Black Woodson, Sr. Manager, State Affairs and Economic Development, Baltimore Gas & Electric

Leonard Raley, President and CEO, University System of Maryland Foundation

Tom Sadowski, Executive Director, MEDCO

R. Michael Gill, Secretary, Maryland Department of Commerce

Angela Sweeney, Executive Director, Pylot

Aaron Tomarchio, Vice President of Corporate Affairs, Tradepoint Atlantic

Laura Van Eperen, CEO, FOVNDRY

Ali von Paris, Founder and CEO, Route One Apparel

EX OFFICIO

Senator Cheryl Kagan (District 17; appointed by Senate President)

Delegate Kris Valderrama (District 26; appointed by House Speaker)

Tom Riford, Executive Director, Maryland Marketing Partnership Assistant Secretary, Maryland Department of Commerce: Division of Marketing, Tourism & the Arts

Maryland Marketing Partnership

The Maryland Marketing Partnership is led by a governor-appointed board of business executives. The board works in partnership with the Commerce marketing team to oversee the Open for Business campaign. The partnership is also made up of Maryland Business Champions that invest in the partnership and share their resources. In FY 2022 the partnership committed to help promote Maryland's business advantages and attract new businesses and workers to the state.



Headquartered in Baltimore, **BGE** is Maryland's largest natural gas and

electric utility, delivering power to more than 1.3 million electric customers and more than 690,000 natural gas customers in central Maryland. BGE is a subsidiary of Exelon Corporation (NYSE: EXC), the nation's leading competitive energy supplier.



Whiting-Turner provides construction management, general contracting, design-build and integrated project delivery services on projects small and large for a diverse group of customers. Successful markets include office and headquarters, healthcare, senior living, science + technology, microelectronics, mission critical, retail, higher education, K-12, industrial, warehouse and distribution, transportation, multi-family residential, mixed-use, urban redevelopment, hospitality, entertainment, cultural, religious and public sector.

Since 1909, the firm has been guided by the principles of integrity, excellence and an unwavering dedication to customer delight. With headquarters in Baltimore and 50 locations across the country, Whiting-Turner is currently ranked third in domestic building construction by Engineering News-Record. The firm's over 4,200 salaried professionals provide depth of resources to service nationally and to build locally. The strength and stability of the firm is well documented. Whiting-Turner enjoys a 5A-1 Dun & Bradstreet rating – the only domestic builder with this highest rating – and a bonding capacity of \$4 billion. The firm is financially independent, having not borrowed money since 1938.




ST. JOHN
PROPERTIES

Headquartered in Baltimore, **St. John Properties** is one

of the nation's largest and most successful privately held commercial real estate firms. The company has developed, owns and manages more than 22 million square feet of commercial

flex/R&D, office, retail, and bulk space, proudly serving more than 2,500 clients in Colorado, Louisiana, Maryland, Nevada, Pennsylvania, Texas, Virginia, Utah, and Wisconsin. St. John Properties ranks within the top 5 developers of LEED-certified buildings nationwide and was honored as NAIOP's National Developer of the Year in 2018. For more information about the company, visit www.sjpi.com.

 **TRANSAMERICA®** With a history that dates back more than 100 years, **Transamerica** is recognized as a leading provider of life insurance, retirement, employee benefit and investment solutions. Transamerica's dedicated professionals help people take steps to live better today so they can worry less about tomorrow. Led by Will Fuller, President and CEO, Transamerica is headquartered in Baltimore and part of the Aegon group of companies. The Aegon Transamerica Foundation supports nonprofit organizations that promote the overall well-being of the communities where Transamerica's employees live and work.

 **PETERSON** **Peterson Companies** is one of the region's leading developers of commercial, office, retail, residential and industrial real estate. The company is responsible for several prominent and successful mixed-use developments in Maryland, including National Harbor, Rio and Downtown Silver Spring.



The Maryland Economic Development Corporation (MEDCO) was created by the State of Maryland's General Assembly to serve as a statewide economic

development engine. MEDCO works to increase business activity, advance economic development, encourage charitable and cultural activities, enhance workforce development, and promote Maryland's economic viability. MEDCO

was created to assist with the retention, expansion and attraction of business and industry throughout the State of Maryland. Our special financing, advisory services and real estate development capabilities offer Maryland communities the tools necessary to conceive, pursue and attain their economic development goals.



UNIVERSITY SYSTEM of MARYLAND **The University System of Maryland**

(USM) is the state's public higher education system. The USM has some 165,000 students enrolled across twelve institutions and three regional higher education centers throughout the State of Maryland. Working collaboratively, sharing resources and best practices, USM research institutions, regional universities, and HBCUs conduct more than \$1.5 billion in sponsored research and award an estimated 44,000 undergraduate and graduate degrees annually, including nearly 16,000 in health care and STEM disciplines.



Weller Development Partners is an innovative real estate development firm building world-class communities. At the heart of the company ethos is a double bottom-line approach to development, designing strategies that are financially viable, while also providing positive social impact to surrounding communities. Weller seeks to create incredible places and meaningful experiences for a diverse audience. With a growing international portfolio of distinctive mixed-use development projects and a proven track record of successful and celebrated ventures, Weller Development Partners delivers value and results, no matter the complexity or odds.



Port Covington is an inclusive waterfront community in South Baltimore that is undergoing an incredible transformation. The neighborhood spans 235 acres of land, with 2.5

miles of waterfront on the Middle Branch of the Patapsco River. Port Covington offers amazing waterfront experiences, incredible visibility, and unparalleled accessibility directly to I-95. More than 1.1 million square feet of new mixed-use development is underway in Port Covington.



TRADEPOINT
ATLANTIC

Tradepoint Atlantic is a 3,100-acre multi-modal industrial site in Balti-

more that features a unique access to deep-water berths, railroads and highways. The site, a terminal within the Port of Baltimore, is expected to generate thousands of jobs in Maryland. Tradepoint Atlantic is hailed as a modern industrial revival transforming a former steel mill into one of the largest most strategically significant inter-modal global logistic hubs in the nation.



Howard Hughes owns, manages,

and develops commercial, residential, and mixed-use real estate throughout the U.S. Our award-winning assets include the country's preeminent portfolio of master-planned communities, with operating properties and development opportunities in New York, Maryland, Texas, Nevada, Arizona and Hawaii. Our portfolio is strategically positioned to deliver new development based on market demand, resulting in one of the strongest real estate platforms in the country driving sustainable, long-term growth and value for our shareholders.

T.RowePrice®

Founded in 1937, Baltimore-based **T. Rowe**

Price is a global investment management organization that provides a broad array of mutual funds, subadvisory services, and separate account management for individual and institutional investors, retirement plans, and financial intermediaries. The organization also offers a variety of sophisticated investment planning and guidance tools. T. Rowe Price's disciplined, risk-aware investment approach focuses on diversification, style consistency, and fundamental research.



merritt
COMPANIES

Merritt Companies is a family of companies

comprised of Merritt Properties, Merritt Construction Services, and Merritt Clubs – all dedicated to creating and maintaining environments where people can grow and prosper. From creating workplaces for businesses to creating personalized physical fitness regimens for individuals, the Merritt family has grown to more than 1,000 employees and 19 million square feet of commercial development in Maryland, Virginia, North Carolina and Florida.

GRACE

Talent | Technology | Trust™

W.R. Grace is a leading global specialty chemical company.

The company's two industry-leading business segments—Catalysts Technologies and Materials Technologies—provide innovative products, technologies, and services that enhance the products and processes of our customers around the world.

Morgan Stanley

Morgan Stanley is a leading global

services firm providing investment banking, wealth management and investment management services. Over the past decade, Morgan Stanley has established a strong footprint in Maryland through continuous growth of its Baltimore operations. In 2016, the company, which employed 1,000 in Baltimore at the time, announced an expansion, which included an additional 800 jobs in Baltimore.

**ELLIN &
TUCKER**

Strategic partners, side-kicks, counselors, advocates — this is how we've been described by virtually every client that's

come through our doors since 1946. Located in the heart of Baltimore, **Ellin & Tucker** is leading mid-Atlantic public accounting and business consulting firm, serving privately held businesses and the individuals and families that run them. Our commitment to our clients and employees is echoed in the commitment and love we have for our great region, which is why

our firm has been engaging with the Maryland not-for-profit community both professionally and personally for more than 75 years. Whether we're sitting across the table or miles away, our clients know we're always there, in the room, offering insight that will help support their biggest business decisions.

M&T Bank **M&T Bank Corp.** is a bank holding company that operates more than 775 retail and commercial branches in eight states, D.C., and Canada. M&T Bank provides products and services related to commercial banking, retail banking, business and professional banking, investment banking, and mortgage banking.



Harbor East
MANAGEMENT GROUP

**Harbor East
Management
Group**, a whol-

ly-owned subsidiary of H&S Properties Development Corp., is a leading real estate development and management company based in Baltimore. They are the visionary developers behind Harbor East, one of the Mid-Atlantic's most exciting mixed-use developments, spanning 5.5 million SF of commercial retail, office, hotel, and residential space along Baltimore's Inner Harbor. Harbor East serves as a catalyst for downtown investment, spurring residential urbanization and creating a blueprint for future development.



BOZZUTO

Bozzuto is an experience-focused real estate company distinguished by their innovative developments, dedicated customer service, and top-rated workplace culture. With award-winning expertise in homebuilding, multifamily development, construction, and management, Bozzuto is devoted to delivering extraordinary experiences for those they serve.

Since their founding in 1988, Bozzuto has developed, acquired, and built more than 50,000 homes and apartments. Celebrating 34 years of creating sanctuary for their residents, Bozzuto

currently manages 90,000 apartments and 3 million square feet of retail space across the U.S., with 7 million square feet currently under construction.



Clark Construction is a local builder with national reach. Over the course of a century, Clark has grown from a small excavator into one of the nation's most capable and trusted providers of construction services. The company's portfolio features projects ranging from intricate interior renovations to complex civil operations.



**KAISER
PERMANENTE®**

Kaiser Permanente is committed to helping shape the future of healthcare. We are recognized as one of America's leading health care providers and not-for-profit health plans. Currently serving more than 800,000 members in the Mid-Atlantic region at 35 medical centers in Washington, D.C., Maryland and Virginia, Kaiser Permanente's care for members and patients is focused on their total health and guided by its Permanente Medical Group physicians, specialists, and care team. Kaiser Permanente is dedicated to caring innovations, clinical research, health education, and the support of community health.



Cisco helps companies seize the opportunities of tomorrow by proving that amazing things can happen when you connect the unconnected.



Route One Apparel is the #1 stop shop for all things apparel & accessories for the Maryland region. Beyond our branded merchandise, we collaborate and license with many iconic brands such as Pabst (National Bohemian), McCormick (Old Bay), Utz Potato Chips, many state Universities, and Hershey, among others. As a service provider, we also

work across industries on various bulk fulfillment, design, production, and marketing requests.



MD Energy Advisors infuses art into energy by creating dynamic customer experiences making energy choices simple for everyone. The art refers to our skill and creative approach to customer service that allows us to meet our clients where they are connecting with them to understand what matters most. This, coupled with our expertise in real estate, finance, and energy, allows us to deliver personalized solutions that are essential to people and the world around them.



EASTERN WATERSPORTS **Eastern Watersports**, a division of East-

ern Marine Services, Inc, provides recreational watersports and retail sales. With 5 separate locations in Maryland, we offer everything in, on, and around the water. We promote outdoor adventures on Maryland's Chesapeake Bay and provide access to all the retail gear you need to get going through our e-commerce site and brick and mortar stores.



Marketing agency **HighRock** helps its clients rise to the

challenge of a competitive and rapidly changing marketplace with bold strategy, creativity and innovation. The agency is driven by the purpose to elevate brands. Their team starts with strategy and integrates creative ideas and technology, to meet and go beyond the goals of their clients. For over fifteen years, HighRock has been delivering work that powers game-changers, innovators and out-of-the-box thinkers.



Cloudforce is a spirited team defined by the shared values of excellence, growth, teamwork, passion, giving back, and glee. As technophiles,

we thrive on the latest developments in our chosen field of expertise: cloud computing. As humans, we are driven by the opportunities to make life better through the thoughtful application of technology. At Cloudforce, these two pursuits combine to form an effective, human-centered approach for making cloud solutions accessible for businesses, app developers, and entrepreneurs, alike.



TEDCO, the Maryland Technology Development Corporation, enhances

economic empowerment growth through the fostering of an inclusive entrepreneurial innovation ecosystem. We identify, invest in, and help grow technology and life science-based companies in Maryland. Funding opportunities are offered through TEDCO's various funds and programs, including Maryland Innovation Initiative Fund (MII), Maryland Stem Cell Research Fund (MSCRF), Federal Technology Transfer Initiative (FTTI), Pre-Seed Social Impact Funds, Pre-Seed Rural Business Innovation Initiative Fund, Seed Funds, and Venture Funds. Along with these funding opportunities, companies can access valuable business resources, such as Network Advisors, Start-up Orientation Forum, Rural Business Innovation Initiative, Urban Business Innovation Initiative, Market Search Databases, Prelude Pitch, Roundtables, online educational tools, a marketing toolkit, and the Maryland Entrepreneur Hub.



Independent Can Company, headquartered in Belcamp, Maryland, is a family owned and operated manufacturer of specialty tin cans. Founded in 1929, the company has grown from a single location in Baltimore, Maryland, to six facilities nationwide. Five of the six are manufacturing plants and metal lithography is offered in Maryland and Ohio. Over 400 skilled and talented workers are employed by Independent Can in the USA.

With world-class, award-winning printing and fabricating equipment, Independent Can remains globally competitive. With continuous reinvestment in our people and technology, ICC is more focused than ever on excellence in metal packaging. ICC is values based and culturally driven by the highest standards and proud to be American made.



OPEN FOR MOMENTS WORTH SAVORING



From world-renowned seafood experiences, to the natural splendor of our waterways, parks, trails and scenic byways, to the history and culture of our cosmopolitan city centers, Maryland is a destination that delights at every turn.

Be open for more at visitmaryland.org.



The Maryland Office of Tourism continued its use of the successful “Maryland: OPEN” branding across all media platforms in FY 2022. Television spots featuring the state’s water-based experiences, outdoor collection, and culinary differentiators ran in target markets including New York, Philadelphia, Harrisburg, Pittsburgh, Washington, and Baltimore. Print advertising in national and regional magazines, as well as companion radio, digital and social media campaigns, continued to be part of the media mix.

The spring/summer campaign ran for more than two months, from May through July, and the smaller fall campaign ran for five weeks, from late August through September. Hotel room bookings of more than \$9 million were tracked via Adara. The year-over-year attributable hotel bookings to the campaign increased from a 7.6-to-1 return on investment (ROI) to 8.44-to-1.

In addition, the companion “Open Roads” campaign ran in both spring and fall to encourage in-state travel via Maryland’s Scenic Byways. These ran in conjunction with our regular “Maryland: OPEN” rotation of tourism ads.

TRANSACTIONAL OUTCOMES

\$8 to \$1 Return on Investment

For the fourth year, the Office of Tourism produced “Open for the Holidays,” a digital marketing campaign to encourage visitors coming to Maryland for the holiday season to stay in a hotel rather than on the family couch or crowding into a childhood bedroom. The Tourism Office partnered with the hotel community to develop special holiday overnight packages, which were listed on the VisitMaryland.org website, along with other seasonally related deals and discounts for restaurants and attractions. Hotel room bookings were tracked through Adara and TripAdvisor. Combined attributable hotel revenue was \$326,558, for an ROI of 7.8-to-1.

LEVERAGING PARTNERSHIPS

C&O Canal Experience Marketing Success

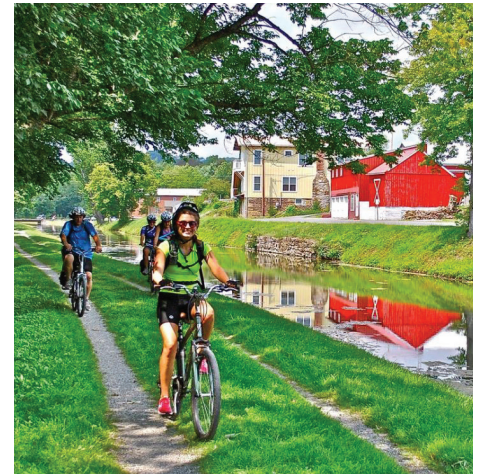
For the first time, the Office of Tourism and four county destination marketing offices partnered to participate in a co-op advertising campaign using Expedia. The Office of Tourism matched funds put forth by Frederick, Momonth campaign promoted the C&O Canal Experience, which seeks to market businesses in the areas around the C&O Montgomery, Washington, and Allegany counties and tracked hotel bookings through the Expedia plat-



form. As a result of the campaign, 6,625 room nights were booked, resulting in gross sales of \$1,016,997, for an ROI of 26-to-1.

Expanding Markets Through Welcome Center Google Business Profiles

This year, the Office of Tourism launched its innovative Welcome Center Google Business Profile (GBP) program to showcase the “Maryland: Open” campaign and differentiating visitor experiences associated with the Underground Railroad, Trail System Second-to-None and Scenic Byways. Utilizing Welcome Centers as GBPs exposed Maryland’s tourism assets to millions of drivers who travel Maryland interstates. Over the course of the year, the GBPs generated an additional 86,137 direct customer interactions with Visit-maryland.org and other digital assets.



Leveraging Partnerships Through Chesapeake Bay Storytellers

Building upon the success of Chesapeake Bay Storytellers (Phase I), the National Park Service awarded the Office of Tourism a second grant to conduct consumer research that will guide the content and structure of the next Chesapeake Bay Storytellers tour guide training program. Collectively, the research and training will help businesses expand through the development of new and exciting tour offerings while simultaneously helping marketing organizations maximize opportunities to sustainably increase visitation.



Recognizing an American Hero: “Tubman 200”

In March, Governor Larry Hogan proclaimed 2022 as “The Year of Harriet Tubman” in Maryland to honor the 200th anniversary of Tubman’s birth, recognize her role as the nation’s most renowned freedom fighter, and inspire travelers from around the world to learn her story first-hand in the Eastern Shore landscape where she was born. In addition to the state’s proclamation, two prestigious travel magazines - *National Geographic’s* “Best of the World 2022” and Fodor’s “Go List” 2022 – acknowledged that the Eastern Shore’s connection with Tubman makes it one of the best places to visit for history, natural scenery and outdoor recreation.

Public Relations Outreach

FY 2022 was a flagship year for the Office of Tourism Public Relations unit as dollar equivalencies more than quintupled our annual average totaling more than \$66 million in earned media and more than 1,300 travel article placements. Much of the increase in media attention to our state may be attributed to the 200th birthday celebration of Harriet Tubman, the former slave who helped dozens of others escape slavery via the Underground

Railroad. Domestic media placements about “Tubman 200” were garnered in top-tier national media outlets such as *National Geographic*, *Smithsonian Magazine*, *USA Today*, *Go Escape*, *The Baltimore Sun* (syndicated to all Tribune papers), *Baltimore Magazine*, *Baltimore AFRO*, *Cuisine Noire*, *BET.com*, *AAA World*, and *Frommer’s*. International coverage through our partnership with Capital Region USA’s global media connections and Reach Global, our Canadian agency, garnered placements in *The Globe & Mail*, *The Toronto Sun*, *Daily Hive*, *The Sun*, *Daily Mail*, *Le Petit Futé*, and *Air France Magazine*. Broadcast segments secured throughout the year included national shows such as the “Today” show and “Good Morning America,” as well as all major Baltimore, DC Washington and Delmarva stations across the region.

Social Media Sparks Conversation

Social media campaigns primarily on the Office of Tourism’s Facebook and Instagram channels augmented each of the major seasonal and special campaigns. Important social media campaigns included #MarylandMondays, a weekly giveaway that also incorporated “Maryland Main Street Mondays” highlighting all Maryland’s designated Main Street communities, followed by a similar campaign called “Trails Tuesdays” that gave recognition to Maryland’s water and land trails.

Hollywood on the Chesapeake

The HBO limited series “We Own This City,” created by award-winning Maryland writer/producer David Simon, filmed in FY 2022. Also filming in Maryland in FY 22 was the Lifetime movie “Safe Space.” Production began on the Apple+ limited series “Lady in the Lake” starring Academy Award winner Natalie Portman and based on the novel by best-selling Baltimore writer Laura Lippman. Pre-production began on the Paramount+ series “Lioness.” Both of these productions will complete filming in FY 23. In addition to these major productions, five smaller projects applied for the Maryland Small Film Tax Credit, with three others receiving the Small Film Tax Credit in FY 22.

Maryland Awarded \$9.6M in Federal Funding to Support Tourism Industry

Governor Hogan announced that \$9.6 million has been awarded to the Department of Commerce Office of Tourism to support tourism marketing, promotion and development throughout the state. The funding came through the U.S. Department of Commerce Economic Development Administration’s \$750 million American Rescue Plan: Travel, Tourism and Outdoor Recreation program.





MARYLAND

The arts celebrate our state's diversity, connect our shared humanity, and transform individuals and communities. In FY 2022, the Maryland State Arts Council (MSAC) continued its 55-year commitment to advancing the arts in Maryland, distributing close to \$25 million in grant funding to arts organizations, arts programs, and independent artists in all jurisdictions in Maryland. These investments work in a multitude of ways to ensure the health of Maryland's arts sector, part of the state's creative economy that accounts for more than \$11.7 billion, or 2.7 percent, of the state's economy, and contributes almost 80,000 jobs.

MSAC'S GRANTS:

- Support the general operations of large and small arts organizations, county arts agencies, regional folklife centers, and Arts & Entertainment districts
- Fund community-centered arts projects
- Place teaching artists in schools and community settings to inspire new generations
- Help communities create and maintain public art
- Recognize the value of independent artists to the state's vitality
- Uplift and sustain traditional art forms
- Assist artists with professional development and emergencies

In short, MSAC helps to ensure a healthy arts ecosystem and access to arts experiences for all Marylanders.

Equity and Justice

In September 2021, MSAC announced the adoption of a new funding formula for its largest grant program, Grants for Organizations, furthering its commitment of modeling equity, diversity, accessibility, and inclusion. The new formula will be phased in over a five-year period beginning in FY 2024 and puts MSAC at the forefront of a national trend of state arts agencies adopting policies that promote more equitable distribution of grant funds. The new formula groups organizations into five budget tiers, providing a larger percentage of allowable expenses as a maximum grant award to smaller-budget organizations, and a smaller percentage to larger organizations that have greater access and connections to non-governmental funding sources, professional fundraising staff, and other resources. The change will result in more of MSAC's grant funding reaching smaller organizations and underserved communities throughout Maryland.



In addition, Maryland Traditions, the state's traditional arts program, completed a Land Acknowledgement Project, after consultations with tribal leaders and elders from tribes in Maryland, most of whom have or have had a relationship with the Maryland Commission on Indian Affairs. The resulting Resource Guide posted on msac.org offers the public information about land acknowledgement statements as well as with tribal histories, maps, and key concepts.

Professional Development

MSAC delivered a wide variety of professional development in FY 2022, hosting 82 virtual professional development sessions that offered the arts community across the state multiple avenues for connecting with MSAC and with one another. A virtual version of MSAC's annual regional arts summits highlighted the work of organizations that are modeling best practices in serving their communities in a series of sessions in the fall, while Coffee With the Council, an open forum for the arts community, offered a regular gathering space to talk about issues the field is facing, including the ongoing effects of the pandemic. Some of the other offerings focused on providing financial, marketing, and legal best practices for artists and arts organizations; cultivating an individual writing practice with Maryland's Poet Laureate, Grace Cavalieri; and showcasing artists on MSAC's performing artist touring roster.

Artist Employment Initiative

Throughout FY 2022, artist employment was a focus of MSAC as the council investigated how it could best support artists living and working in our state to ensure a strong arts sector for the future. The concerted program-building process, led by Senior Program Director Chad Buterbaugh, engaged MSAC staff, the council, and artists in conversations, convenings, and surveys, revealing a need for more holistic support of artists. As a result, MSAC will pilot a new program, Grants for Artists, in FY 2023 that will bolster the creative workforce that composes a significant portion of Maryland's creative and economic activity.

New Leadership

FY 2022 brought new leadership and energy to MSAC. Jacqueline Copeland was elected chair of the council in July 2021, bringing a track record of strong leadership in flagship arts institutions including the Walters Art Museum and the Reginald F. Lewis Museum of Maryland African American History & Culture. Steven Skerritt-Davis, MSAC's former deputy director, became Executive



Steven Skerritt-Davis



Jacqueline Copeland

Director in December 2021. Both leaders remain focused on addressing the needs of the arts sector through thoughtful, deliberate approaches that build a strong sector and ensure that the arts are accessible to every person in the state.

Exhibitions

The Maryland Regional Virtual Exhibition Series showcased multidisciplinary artists selected in collaboration with Maryland's 24 county art agencies. The continuing exhibition series featured 161 artworks created by 127 artists on a virtual platform and MSAC's social media channels.

Poetry Out Loud

The words of great poets come to life in Poetry Out Loud, a literary arts program created by the National Endowment for the Arts (NEA) and the Poetry Foundation. Through MSAC support, students across Maryland participate in this national arts education program that helps students master public speaking skills, build self-confidence, and learn about literary history and contemporary life. Harrison Lynch from The King's Christian Academy in St. Mary's County was selected from among 25 competitors from 13 counties as the 2022 Poetry Out Loud Maryland state champion. Other finalists were Abigail Grove and Peyton McDonald (Allegany), Curtis Kemtchouang (Frederick), Matthew Bacho (Anne Arundel), Roselyn Centeno (Prince George's), Treston Melvin (Worcester), and Yasmin Roach (Howard).



Commerce Actual Expenditures

| | |
|---|--------------|
| Office of the Secretary (includes AG) | \$ 2,977,140 |
| Office of Policy and Research | \$ 1,369,789 |
| Maryland Marketing Partnership | \$ 3,235,607 |
| Office of Administration and Technology | \$ 7,258,039 |

Division of Business and Industry Sector Development

| | |
|--------------------------------------|---------------|
| Operations | \$ 18,245,459 |
| Financing and Education and Training | \$ 39,744,789 |
| Tax Credits | \$ 12,062,872 |

Division of Tourism, Film, and the Arts

| | |
|--|---------------|
| Office of the Assistant Secretary | \$ 327,974 |
| Office of Marketing and Communications | \$ 2,610,846 |
| Office of Tourism Development | \$ 5,151,815 |
| Maryland Tourism Development Board | \$ 10,736,000 |
| Maryland State Arts Council | \$ 27,820,371 |
| Preservation of Cultural Arts Program | \$ 1,244,600 |

Grand Total **\$ 132,785,301**

FY2022 Contract Awards and Procurement Activity
Contract Awards

Minority Business Enterprises (MBE)

| | |
|--|---------------|
| Total value of contracts awarded to MBEs | \$ 512,384 |
| Total value of all contracts awarded | \$ 28,529,854 |
| MBE awards as percent of all contract awards | 1.80% |

Small Business Reserve (SBR) Program

| | |
|--|--------------|
| Total procurement payments to SBR contractors | \$ 1,385,816 |
| Total procurement payments | \$ 8,477,117 |
| Payments to SBR contractors as percent of all payments | 16.3% |

Tax Credits

Biotechnology Investment Incentive Tax Credit (FY22)

- 15 QMBCs assisted
- 161 investor applications approved
- \$6,150,458 tax credits issued
- \$17,043,748 investment leveraged

Innovation Investment Incentive Tax Credit (FY22)

- 2 QMTCs assisted
- 3 investor applications approved
- \$528,000 tax credits issued
- \$1,600,000 investment leveraged
- Buy Maryland Cybersecurity Tax Credit (FY22)
- QMCSs assisted 14
- QMCBs approved 18 (Including Recertification)
- tax credits Issued \$401,462

Employer Security Clearance Costs Tax Credit (TY20)

- 96 businesses certified
- \$30,662,984 total employer security clearance costs
- \$2 million in credits awarded

Wineries and Vineyards Tax Credit (TY20)

- 32 Businesses Certified
- \$1,851,081 wineries and vineyards capital expenditures
- \$462,770 credits awarded

Enterprise Zone Program

- 37 Number of enterprise zones as of December, 2021
- 555 Number of businesses to receive real property tax credits in FY22
- \$54,005,036.50 Total real property tax credits in FY22
- \$727,694 Total FY21 income tax credits claimed

Job Creation Tax Credit (FY22)

- 14 businesses certified
- 1,257 jobs created
- \$93,700,257 total payroll

Research and Development Tax Credit (TY20)

- 273 businesses certified
- \$2,215,089,540 total R&D expenses
- \$12 million in credits awarded

One Maryland Tax Credit (FY22)

- 1 certificate issued
- \$2,500,000 total credits awarded
- \$5,872,729.50 total eligible project costs
- 25 jobs created
- \$1,284,226 total payroll

More Jobs for Marylanders (FY22)

- 16 businesses certified
- 1,095 jobs created
- \$107,613,425 total payroll

Financial Assistance

| Approved | Number of Projects | Amount | Loan Guarantee Amount | Total Project Cost | Jobs Created | Jobs Retained | Projected Trainees |
|--|--------------------|---------------------|-----------------------|------------------------|--------------|---------------|--------------------|
| Advantage Maryland | 15 | \$12,970,000 | \$0 | \$1,035,200,000 | 3,309 | 2,119 | 0 |
| MIDFA* | 2 | \$19,000,000 | \$3,500,000 | \$67,000,000 | 59 | 402 | 0 |
| MSBDFA* | 21 | \$4,605,500 | \$0 | \$10,256,000 | 38 | 122 | 0 |
| MPVOLP | 1 | \$50,000 | \$0 | \$50,000 | 4 | 1 | 0 |
| MEAF | 3 | \$345,000 | \$0 | \$352,000 | 99 | 29 | 0 |
| Sunny Day | 0 | \$0 | \$0 | \$0 | - | - | 0 |
| PWQ | 12 | \$394,712 | \$0 | \$789,544 | 48 | 1,456 | 538 |
| NIMBL | 11 | \$275,000 | \$0 | \$275,000 | - | - | 0 |
| SMWOBA* | 161 | \$15,672,186 | \$0 | \$23,773,065 | 338 | 1,421 | - |
| Sports Wagering Assistance Fund | 4 | \$95,000 | \$0 | \$0 | - | - | - |
| Total Approved | 230 | \$53,407,398 | \$3,500,000 | \$1,137,695,609 | 3,800 | 5,534 | 385 |

Advantage Maryland was formerly known as MEDAAF – Maryland Economic Development Assistance Authority and Fund

MIDFA – Maryland Industrial Development Financing Authority

MSBDFA – Maryland Small Business Development Financing Authority

MPVOLP – Military Personnel and Veteran-Owned Loan Program

MEAF – Maryland Economic Adjustment Fund

Sunny Day – Economic Development Opportunities Fund

PWQ – Partnership for Workforce Quality

NIMBL – Maryland Nonprofit Interest-Free, Micro Bridge Loan Account

SMWOBA – Small, Minority & Women-Owned Business Affairs

Maryland State Arts Council Grants FY22

| | |
|---|---------------------|
| Grants for Organizations | \$15,165,887 |
| Community Arts Development | \$4,030,001 |
| Arts in Education | \$295,536 |
| Individual Artist Awards | \$260,000 |
| Maryland Traditions | \$56,000 |
| Folklife Network | \$334,687 |
| Public Art | \$187,128 |
| Maryland Presenting and Touring | \$28,110 |
| Arts & Entertainment Districts | \$381,975 |
| Creativity Grants | \$279,787 |
| Professional Development Grants | \$47,978 |
| Special Project Grants | \$384,630 |
| Emergency Grants for Independent Artists | \$11,115,438 |
| Network Organizational Development Grants | \$86,663 |
| OTHER: General Administration | \$2,455,262 |
| Total Expenditures | \$27,820,371 |





Stronger FOR THE Future



Maryland
OPEN FOR BUSINESS
ANNUAL REPORT | 2022

Larry Hogan, Governor | Boyd Rutherford, Lt. Governor